



# **Industry Forum Update**

## **AGENDA No. 3**

**CALIFORNIA HIGH SPEED RAIL AUTHORITY**

**September 11, 2012**

# Background

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- Purpose of an Industry Forum
  - Structure of Industry Forums
  - Resource Partners
  - Four (4) Industry Forums held since April 2011
    - April 2011—Los Angeles
    - September 2011—Fresno
    - May 2012—Bakersfield
    - August 2012--Fresno
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# Business Involvement

- Sent email invitations to SB/DVBE/DBE and Microbusinesses to attend Industry Forums
- Over 3000 business representatives attended
- Resource Partners included, CalVet, DGS, Caltrans, City of Fresno, US Department of Commerce, US SBA
- 5 Shortlisted Firms and Potential Design Build teams hosted networking Meet and Greet tables



## **Industry Forum: August 14, 2012** **CHSRA to highlight Central Valley Construction** **Packages 2, 3 & 4**


The California High-Speed Rail Authority is hosting an Industry Forum on **August 14, 2012** at the Save Mart Center on the California State University Fresno campus. The event will provide firms interested in pursuing High-Speed Rail contracts with an overview of the Request for Qualifications, scheduled for release in September.

The general session will be followed by a teaming event, where potential prime contractors will be encouraged to set up an exhibition area in order to provide information to and gather information from Small Businesses, Disadvantaged Business Enterprises, and Disabled Veteran Business Enterprises who attend the event. As a reminder, the California High-Speed Rail Authority has established an overall Small Business goal of 30%.

For updated event details, visit <http://www.cahighspeedrail.ca.gov/forum.aspx>


# SB Comments

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- Applaud the Board for approving the overall 30% SB goal to include a 3% DVBE goal and 10% DBE goal
  - Applaud the Board and CEO vision
  - Applaud appointment of Small Business Advocate
  - Appreciate the direct access to the five (5) Short-listed Design Build teams at Industry Forums
  - Appreciate email notices on outreach events and press releases
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# Potential Barriers to SB Goal Attainment

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- Access to bonding, insurance and capital
  - Workforce selection, development and retention
  - Non-Union contractor participation
  - Business development assistance
  - Small business certification assistance
  - Prompt payment
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# Next Steps

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- Maintain strong transparent communications
  - Host Industry Forums and pre-bid/proposal meetings
  - Participate in outreach events hosted by government agencies, Chambers and business trade associations
  - Prepare a “How To Get Certified” toolkit and PowerPoint
  - Host Certification workshops with partner agencies—DGS, Caltrans and City of Fresno
  - Enter into Memorandum of Agreements with government agencies to leverage SB related resources
  - Contract out business development services
  - Research possible means of removing identified barriers to broaden participation of SB and maximize opportunities to reach 30% SB goal
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